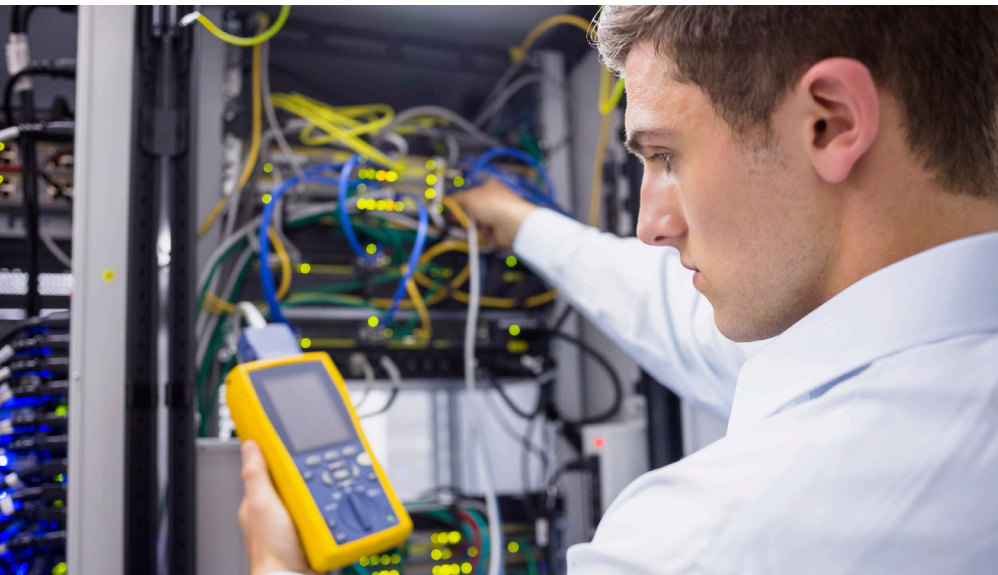


dcVAST

dcVAST Uses Veritas™ NetBackup™ High Speed Connection with Amazon Web Services to Cut Disaster Recovery TCO by 30 Percent

dcVAST, an IT service provider, can now use the latest version of NetBackup to send customer data to Amazon Web Services about 200 percent faster than with earlier versions. As a result, it is practical to provide disaster recovery as a service, enabling customers to save a projected 30 percent compared to sending tapes off site or running a secondary data center. Other NetBackup features deliver up to 800 percent faster backups and up to a 98 percent reduction in the volume of backup data.



The human touch

dcVAST offers something that just about everyone wants: fast and personal service.

The Illinois-based company is a Platinum Veritas Partner and provides IT services and IT management with a “high-touch” philosophy. A real person answers customer calls in three rings or less, and the vast majority of customers get their service requests addressed within four hours, by service engineers with an average of more than 11 years of experience.

Now dcVAST has something else that many customers want to add to their managed backup services: the ability to tap into the cloud as a backup target and enable disaster recovery capabilities with a 30 percent lower total cost of ownership (TCO) than sending tapes off site, or running a secondary data center.

dcVAST™

Unleash the power of your IT department!

ORGANIZATION PROFILE

Site: www.dcVAST.com

Industry: Technology

Headquarters: Downers Grove, Illinois

Employees: 40

KEY CHALLENGES

dcVAST needed a faster way to enable customers to back up data to Amazon Web Services (AWS).

SOLUTION

The company’s Managed Backup Services practice uses the latest version of Veritas NetBackup because of its ability to accelerate backups with Amazon Web Services.

BENEFITS

- 30% projected lower total cost of ownership (TCO) for disaster recovery (cloud-based vs. tape-based)
- 200% faster backups to cloud vs. earlier versions
- Up to 800% faster backups using NetBackup Accelerator technology
- Up to 98% reduction in backup data from deduplication
- 80% reduction in recovery time due to granular recovery technology

“We use the latest version of NetBackup to send backup data to Amazon Web Services (AWS) Simple Storage Services (S3) with about a 200 percent improvement in speed over earlier versions.”

David Cintron

VP, Managed Services
dcVAST

Making this possible is Veritas NetBackup. “We use the latest version of NetBackup to send backup data to Amazon Web Services (AWS) Simple Storage Services (S3) with about a 200 percent improvement in speed over earlier versions,” says David Cintron, vice president, managed services at dcVAST. “This makes it possible to get rid of tapes, or avoid maintaining a physical disaster recovery data center.”

dcVAST provides managed backup services using NetBackup to about 20 organizations. “We expect that about 50 percent of our customers will want take advantage of the ability to back up to Amazon Web Services,” Cintron says. And the value proposition will be compelling to many other organizations. “This is one of the most promising business opportunities we have right now,” he adds.

Disaster recovery as a service

Customers can now stage a disaster recovery data center in the cloud, Cintron explains. They can upload virtual instances of their servers to the Amazon Elastic Compute Cloud (EC2). “And they can recover data from on-premises to the cloud using a virtual NetBackup Master Server sitting in the cloud,” Cintron says.

The Auto Image Replication (AIR) feature of NetBackup automatically replicates the NetBackup catalog from the customer’s premises to the virtual NetBackup server in the cloud, enabling an immediate recovery in the cloud to begin when needed. “You can run a DR test and then shut your cloud server instances down or off when the test is complete, to reduce cloud costs by up to 80 percent,” says Cintron. “This is computing on demand—DR on demand, instead of the traditional investment in sending tapes off site, or making a big investment in recovery servers.”

Minimizing backup data and cost

NetBackup Accelerator technology sends only changed segments of files to the target, reducing the amount of data that needs to be moved to the cloud and lowering costs associated with both data transfer and storage in the cloud. And Accelerator enables the ease of full recovery with the speed of an incremental backup. “We tested NetBackup Accelerator and noticed that it reduced backup times by up to 87 percent,” Cintron says.

In addition, intelligent deduplication in NetBackup avoids the computationally intensive and power-hogging chunking techniques that some competitive solutions use for deduplication. “NetBackup deduplication results in about 95 to 98 percent reduction in the data that needs to be sent to the cloud,” says Cintron. “This is huge. Our customers benefit from reduced bandwidth consumption as a result.”

Moving from an on-premises backup to AWS is easy, Cintron adds. “It takes minutes to deploy a connector, and about a day to configure a virtual tape library (VTL), which is needed if you want to take advantage of AWS Glacier storage,” he says. “We’re seeing customers keep about a month’s worth of data on disk on site, and send the rest to the cloud.”

Faster than the competition

dcVAST became a Veritas partner just a few years after its founding in 1989, because it sought tools and technology such as NetBackup that could span multiple platforms. “We come up against other types of backup solutions—they talk a good game,

TECHNOLOGY ENVIRONMENT

- **Database:** Oracle
- **Server Hosts for NetBackup:** Dell and Oracle physical servers; VMware- and Amazon Web Services-based virtual servers running Windows, Linux, and Oracle Solaris

SOLUTIONS

- Veritas NetBackup



Some customers wonder why NetBackup is necessary when backing up to the cloud. “NetBackup provides a single pane of glass, enabling you to catalog backed up information and pull it back granularly, wherever you need to recover it, locally or in the cloud,” Cintron notes. “It integrates with snapshots and indexes their granular contents and manages backups across any technology—whether it’s on premises or in the cloud. And my conversations with customers now are all about how they can leverage the cloud.”

For more information

Please contact your local Veritas Sales Representative or Business Partner, or visit: www.netbackup.com

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VP, Managed Services
dcVAST

but they have challenges when scaling from enterprise to large enterprise backups,” Cintron says. Recent independent tests validate that NetBackup beats competitors by hours when backing up large virtual environments. In one test, NetBackup was more than 11 hours faster than CommVault and 3 times faster than EMC for hypervisor-level backups on 1,000 virtual machines.

In another test, NetBackup enabled granular recovery backups with a single pass and was 3.2 times faster than CommVault and 1.7 times faster than EMC. Granular recovery is a key NetBackup feature for dcVAST. It enables a single deleted email message to be recovered without restoring the entire Microsoft Exchange server first, or a single transaction to be recovered without remounting an entire database. “NetBackup granular recovery technology saves about 80 percent of our time in recoveries,” Cintron says. “This helps make it cost-effective for us to offer backup as a managed service.”